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YOU CAN REALLY SINK YOUR TEETH INTO! BRAM STOKER'S Williams 짻 Chicago, IL 60618 312-267-2240, Fax 312-267-8435 BRAM STOKER'S DRACULA" is a trademark of Columbia Pictures

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Coin Cascade Ltd., 5 Vulcan Place, Christchurch, Ph 338 1411, Fax 338 1410



LUCKY & WILD — the game that challenges both your driving and shooting skills. LUCKY & WILD are two cops who pursue criminals in various areas of a large city. LUCKY is the best driver on the force. He is a sharp dresser, a lady's man.

WILD is an excellent shot. He is a tough guy with a heart of gold.

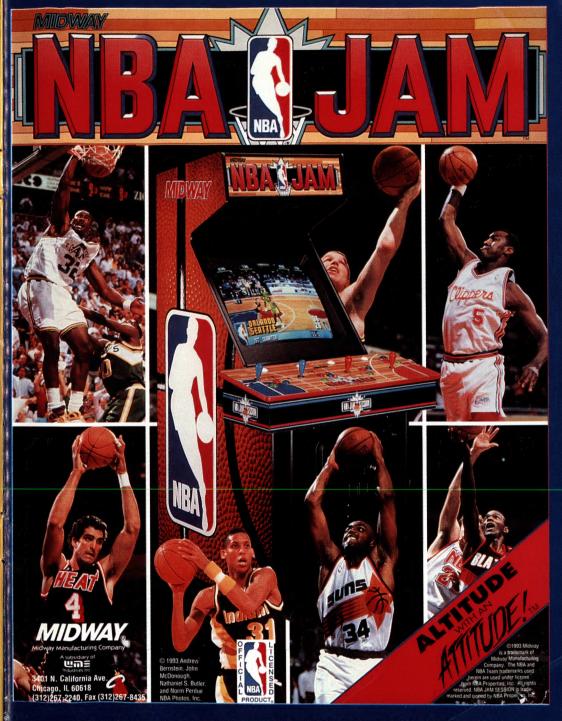


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SPEC DIMENTIONS:W925XD1,810XH1,840(mm) WEIGHT:250kg

Specifications may be changed without prior notice

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CLASSIFIEDS

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4x600 wide 3 player panels comp to suit lowboy \$190 10x500 wide 1 player chaston panels \$70 10x cash box doors new punched for ave mech's \$70 4xsimpo universal 4 player panels comp \$370

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Dragons Lair II original dedicated unit NRI coin \$5,000 acceptors Ph Maarten 524-5773 or 026107 708 or Kevin 524-8770

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- 2nd hand good condition
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1x Final Blow	\$600
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1x Fuji Busters (SF Type)	\$900
2x Guardians of the Hood	\$1500
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1x Rally-X	\$200
1x Rim Rocking Basketball	\$600
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(4 player)	\$700
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1x US Navy	\$700
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4x Vendetta (4 player)	\$1000
5x Wrestle Fest (2,3,4 player	r) \$500
1x SFII and loom	\$1200
1x SFII:CE	\$1800
Db (00) 524 5772 02(10	7 700

Australia (as published in Timezone)

Dedicated Games

- 1. Midway 'NBA Jam'
- 2. Sega 'Virtua Racing'
- 3. Jaleco 'Wild Pilot'
- 4. Namco 'Suzuka 8 Hours'
- 5. Namco 'Final Lap 3' 6. Konami 'Lethal Enforcer'
- 7. ALG 'Crime Patrol'

- 8. ALG 'Mad Dog McCree II'
- 9. Sega 'Stadium Cross'
- 10.Midway 'Mortal Kombat

Pinballs*

- 1. Bally 'Twilight Zone'
- 2. Williams 'Dracula'
- 3. Bally 'Creature/Lagoon'
- 4. Williams 'White Water'
- 5. Bally 'Addams Family'
- 6. Williams 'Fish Tales'
- 7. Bally 'Dr Who'
- 8. Williams 'Terminator 2'
- 9. Williams 'The Getaway'
- 10.Bally 'Blackrose'

* Data East or Gottlieb games not tested

1. Midway 'Twilight Zone'

5. Williams 'White Water'

8. Data East 'Star Wars'

10. Williams 'Fish Tales'

9. Williams 'Terminator 2'

6. Midway 'Creature/Lagoon'

7. D.East 'Rocky & Bullwinkle'

3. Gott/Prem 'SF II'

4. Williams 'Dracula'

2. Midway 'Addams Family'

USA (as published in Replay)

- 2. SNK 'World Heroes 2'
- 3. Strata 'Time Killers'

Ph (09) 524-5773 or 026 107-708

All prices exclude GST & freight

Dedicated Games 1. Sega 'Virtua Racing'

Conversion Games

- 1. Capcom 'SFII:CE Turbo'
- 4. Konami 'C.O.W/Moo Mesa' 5. Atari 'Race Drivin'
- 5. Irem 'In The Hunt'
- 7. Bundra 'Neck n' Neck'
- 8. SNK '3 Count Bout'
- 10. SNK 'Fatal Fury II'

Best Deluxe Videos

- 6. Capcom 'Warriors of Fate' 1. Williams 'NBA Jam'
 - 2. Midway 'Mortal Kombat'

2. Namco 'Suzuka 8 Hours'

3. Sega 'Stadium Cross'

4. Namco 'Final Lap 2'

- 3. Konami 'Lethal Enforcers' 9. Capcom 'Cadillacs & Dinos' 4. Taito 'Super Chase'

5. Capcom 'SFII:CE'

Japan (as published in the Japanese Game Machine Magazine)

- **Conversion Games** 1. Capcom 'SFII:CE Turbo'
- 2. Data East 'Fighters History' 2. Konami 'Lethal Enforcers'
- 3. Compil/Sega 'Puyo Puyo' 3. Sega 'Virtua Racing Twin'
- 5. SNK 'Fatal Fury 2'

Dedicated Games Sega 'Title Fight'

- 4. Nakanihon 'Quiz Channel Question' 4. Namco 'Lucky & Wild'
 - 5. Namco 'Final Lap 3 Deluxe'

Pinballs

Pinballs

- 1. Williams 'White Water'
- 2. Midway 'Dr Who'
- 3. Williams 'Fish Tales'
- 4. Williams 'Getaway'
- 5. Midway 'Addams Family'

Hong Kong (as published in Coin Slot UK)

Conversion Games

- 2. SNK 'World Heroes II'
- 3. Seibu 'Zero Team' 4. Capcom 'Block Block'
- 5. Capcom 'Varth'
- 1. Capcom 'Cadillacs & Dinos' 6. Irem 'In The Hunt'
 - 7. Toaplan 'Grind Stormer'
 - 8. Comad 'Jump Kids'
 - 9. Data East 'Fighter's History' 10.Konami 'Premier Soccer'

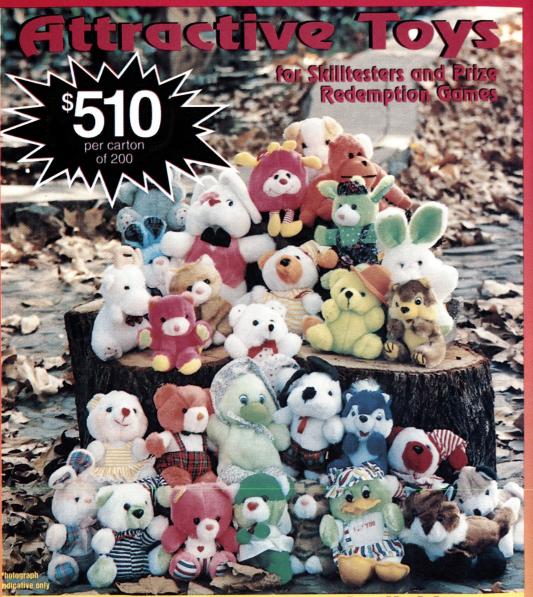
Dedicated Games

- 1. Sega 'Virtua Racing'
- 2. Namco 'Final Lap 3'
- 3. Namco 'Suzuka 8 Hours'
- 4. Jaleco 'Grand Prix Star' 5. Atari 'Race Driving'



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CLASSIFIEDS

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Addams Family pinballs, top prices paid. Contact Robert, The Pinball Company Free Phone 0508 888 777.

SELL

Super Off Road (3 steering wheel driver.) \$3,000
Chexx Hockey \$1,500
26" cabinets (Hong Style uprights)
2,4 player. \$1,700
Sit in Tank Game \$2,000
Sit in Le Man Driver \$2,000
Contact Robert:

FreePhone 0508 888 777. We will also trade these machines on late model pinballs.

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Black Jack	\$800
Black Knight 2000	\$3,500
Count Down	\$1,200
Excalibur	\$2,500
Time Warp	\$1,200

SELL PINBALLS

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Hot Hand	\$800
Hot Shotz	\$2,500
Jokerz	\$4,000
Kiss	\$900
Magic	\$900
Paragon	\$1,100
Phoenix	\$1,200
Playboy 2	\$3,000
Raven	\$2,500
Secret Service	\$2,500
Square Head	\$700
Time Machine	\$3,000
Triple Strike	\$700
Big House	\$3,000
Diner	\$3,500
Black Rose	\$5,500
Dr Who	\$7,000
Fish Tales	\$6,500
Street Fighter	\$5,500
Twilightzone	P.O.A.
Creatures/Lagoon	P.O.A.
Trident	\$800
Black Knight	\$1,800
Swords of Fury	\$3,000
Flash	\$1,000
Cosmic Princess	\$900
Flight 2000	\$1,400
Dolly Parton	\$900
TX Sector	\$2,500
Soccer	\$700
Flash Gordon	\$1,400
Buck Rogers	\$1,200
Playboy	\$1,100
Nugent	\$800
Space Shuttle	\$2,500
Panthera	\$1,500
Truck Stop	\$3,000
Poker Reno	\$1,200
FREEPHONE 050 8888	777

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All prices exclude GST & freight



Leisure White Paper Japan '93

Participant Data	No of Participants	The state of the s		Yearly E	Exp	Expenditure per Visit	Satisfaction	
Category	(in Millions)	(%)		Equipment	Fees	Total	per visit (Y)	Level (%)
Igo (Japanese Checkers)	500	4.8	26.8	2,000	4,300	6,200	230	7.7
Shogi (Chess)	1,220	11.8	17.2	200	200	400	20	10.4
Card/Board Games	3,690	35.7	12.8	500	1,800	2,200	170	17.9
Karoke	5,360	51.9	11.3	4,100	17,900	22,100	1,960	40.7
Home Video Games	2,680	26.0	39.7	13,1000		13,100	330	15.6
Arcades/Game Centres	2,270	22.0	13.2		10,500	10,500	800	9.8
Mah-Jongg	1,240	12.0	12.0		21,800	21,800	1,820	10.7
Billiards/Pool	660	6.4	5.9		8,800	8,800	1,490	7.1
Pachinko	2,900	28.1	24.6		79,900	79,900	3,250	19.7
Lotteries	3,760	36.4	4.9		20,400	20,400	4,160	32.4
Horse Racing (lg track)	980	9.5	13.5		62,500	62,500	4,630	11.6
Horse Racing (sh track)	330	3.2	11.2		49,900	49,900	4,460	3.8
Bicycle Racing	170	1.6	7.5		66,100	66,100	8,810	2.1
Boat Racing	150	1.5	17.3		93,400	93,400	5,400	2.0
Auto Racing	40	0.4	15.7		34,200	34,200	2,180	1.8
Inter. Cuisine/Dining	6,850	66.3	16.2		60,100	60,100	3,710	55.9
Bars/Pubs etc.	4,460	43.2	15.3		82,200	82,200	5,370	30.8
Clubs/Cabarets	550	5.3	8.1		98.500	98,500	12,160	4.3
Discos	340	3.3	8.0		20,900	20,900	2,610	4.7
Saunas	1,080	10.5	12.2		24,400	24,400	2,000	11.4
Amusement Parks	3,960	38.4	3.4		19,100	19,100	5,620	30.8
Excursions/Travel	2,610	25.3	3.7		11,700	11,700	3,160	27.9

This past year, a total of 53.6 million people participated in karaoke.

Taking a look above at Graph 1 gives us the 1992 Leisure Activity Participation Rates and Expenditure Levels. Here, a variety of amusements are represented. Once again, more people (68.5 million, a participation rate of 66.3%) listed International Cuisine/Dining as their favourite leisure activity. This activity was number 1 in 1991 as well (64.6 million with 63.1% participation rate). As greater numbers of exotic traditional Japanese and foreign restaurants and dining establishments open, and as more and more Japanese people, especially the younger generations, travel abroad, this category may be on top for quite a few years to come.

In the Karaoke section, a total of 53.6 million people participated in karaoke, a slight increase from last year's 52.4 million. The amount spent on karaoke per visit was Y1,960 (\$34.00), also an increase over the previous year. The average number of times per year people went to an arcade was 11.3, only a slight decrease from last year's 12.0. It was clear, despite harsh conditions in the nightime karaoke market, that

the medium still continues to do well overall.

Home video games also continue to grow in popularity. In 1991, a total of 25.9 million people said that they played home video games, and in 1992, that number climbed to 26.8 million. The number of times per year (on average) that the participants said they played home games was 39.7, up from 33.6 in 1991. The satisfaction level (15.6%) is also an increase over last year (14.5%).

Arcades and Game Centres had a particularly good year inspite of the dire economic news. The effects of the home game market have worn off and the coin op industry has recovered. In 1992, a total of 22.7 million people participated in arcade amusements, an increase of 5.3 million over 1991. The percentage of those that participated also increased from 17% to 22%. The average number of times per year the participants went to game centres was 13.2, as opposed to 10.7 in 1992, while the satisfaction level also recorded an increase-from 7.2% in 1991 to 9.8% last year.



NEW ZEALAND NEWS

Wellington

The recent meeting of the Select Committee on the proposed Films, Videos and Publications Classification Bill has now reported back to parliament on possible changes to the bill. The bill as proposed would allow any concerned citizen to complain about a game they felt was offensive to the chief sensor. If their complaint was upheld; the chief sensor would have the power to have the game removed from public viewing (ie: all models of such game not just the one complained about). However recent media reports indicate that the committee may go further than this and insist on all games being rated by the censor before release. Certainly the recent media coverage of our business has been very negative with a recent parent survey in Auckland on graffiti turning into a council request from the school to have video games banned in the whole area.

The connection seems to be that "some people who write on walls play video games". No video games-no graffiti is the logical conclusion?

Mike De Ruyter from Wellington spent some time on Channel 1 Prime Time News defending the industry and many other operators have featured on radio talkback and in local newspaper reports. Can all operators who are aware of any local reports please make sure your local agent is aware of these, so action can be taken.

Hamilton

• Nice to see some positive publicity from Hamilton where "The Pinball Company" has received excellent coverage about their recent pinball competitions and promotions. How often do you get a theatre to reshow an old film (The Addams Family) and then have a procession to the multy-plex

including a hearse and appropriate characters to highlight the event.

Christchurch

• The "Twilightzone" sample continues to go from strength to strength on location and will certainly be the hit pin for 1993.

Recent observations include the fact that slightly older customers who remember the show during the earlier part of its long run are now playing pinball as they are comfortable with the theme. For many of them this is the first time they have ever played pinball and for the operator a wider customer base is always good news.

Home Games

• Sega will have a "home version" virtual reality game on the market early in the 1994 year. Add this to the impressive power of the new disc based systems due for release and operators will definitely have to look beyond the ordinary when they select games for purchase.

What can not be duplicated on home games:-

- The "Atmosphere" of a well run, family oriented amusement centre
- The feeling of a full sized simulator
- The excitement of a pinball machine

We in the coin-operated field still hold the clear lead as long as we take advantage of our strengths.

Telephone Bills

• Clear have now offered a great new reduction on national and international toll bills. For those operators who are a member of their local Chamber of Commerce "Clear" now offers 20% off national and Australian tolls and faxes and 10% off any other international calls. These special rates are in addition to "Clears" normal low rates.



How Your New Self-Percentaging Pinball Earns More for You

You've come to expect only the best from Williams and Bally pinballs

After all, more than 50 years of continual product innovation has brought ,you advanced features like Multiball™, multi level playfields and Magna Save™ magnetic ball locks

These features really capture your customers'

Which helps you to capture their coins.

Now Williams and Bally/Midway has done it again. Introducing the "selfpercentaging" system.

It's absolutely unique. In fact, it's patented by WMS Industries, producers of Williams and Bally pinballs, so you won't find it anywhere else.

And it's also unique because your customer won't even know about it

You see, the secret of the patented "selfpercentaging" system is this. It evens the score a little between the most talented pinball wizards and the novice.

You are probably used to adjusting free game rates and difficulty levels. If so, you'll be pleased to know that's been made even easier with this new

player while they actually play the pinball game. It monitors and adjusts playfield target values to give even the novice a good chance of achieving a free

The result is that talented players get a tougher challenge, whilst novices get encouraged by better scoring levels than they have ever achieved before!

The system also allows you to automatically reset "High Scores" at your choice of game intervals. Which means every player gets the opportunity to put their name up in lights!

All of which helps you to earn more money because your customers enjoy playing Williams and Bally far more than any other make of pinball.

It's a simple matter of giving the customer what they want, when and where they want it. Self-percentaging. Only from Williams and Bally.

only from Leisure and Allied Industries.

system, exclusive to Williams and Bally





Can You Become Rich?

CAN YOU BECOME RICH IN THE COIN MACHINE BUSINESS? A message to Operators from John Oswin

Sure you can! With the right business approach ...

The two key triggers to Success are **Product** and Commission. (This may not be breathtaking information, but read on).

You may already know that these are the two most important ingredients but you have a thousand reasons why it won't work for you.

The facts are if you have a negative attitude you will run your business accordingly. It is very easy to listen to one's negative self talk. "I won't buy a machine because things are slow and cash flow is sluggish." "I can't change my location commission because someone else will jump my location."

Negative Talk -**Negative Results**

To be successful you must be positive and adopt an optimistic action-based approach. Let us start with the first positive step towards your success.

Product

The coin machine business sells entertainment. We are product driven in just the same way as the movie industry - poor product means no bums in seats, good product and it's a full house. The plain facts are that if you are to maintain or increase your gross income it will be because of quality games and machines.

I can hear the first negative thought coming back -CC is trying to sell us machines. Well, you are right, that's our business. The only difference is the operator, offers the machines to the end user - the paying customer.

Customers will be only attracted to your location if the product is right.

The question we must ask ourselves: How many locations are we operating that are not achieving their maximum potential? You are the only person that can give an answer.

Commissions

The next question you may ask yourself. How can I pay for all this upgrading of equipment? One thing is for certain you will not get it from offering the location 50/50.

When the issue of lower commission rates was first discussed by our company, I like you, believed it was not a reality.

The norm was 50/50 and that was it - negative thoughts. I was, however, arguing against a very determined positive thinking Managing Director. The decision was made for me - lower commissions.

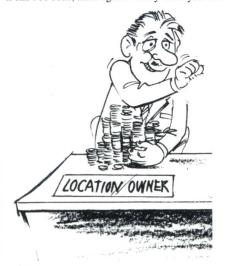
A year and a half later, we are now operating all locations on 70/30 and many on 80/20. I can tell you from experience the problem is ourselves. We think of excuses why it can't be done.

The next time you purchase a new game or machine, sell your location owner on a lower commission. Advise him that you are prepared to outlay a considerable amount of money to provide his location with the very latest machine but you require a commission rate of 70/30 to justify the expenditure.

You may be surprised with the ease of the negotiation, after all, he is in business like you. The point I am trying to make if you don't try it you will never be given the opportunity.

Commission reductions are a must if you are to survive. If you run an average machine operation of around 100 machines with a gross income of \$80 per week you will bank an extra \$41,500 per year with just a 10% reduction from 50/50 to 60/40 your way. Not bad for asking the question.

For those of you who turn this page thinking it can't be done, think again. It may make you rich!











WORLD JOURNAL

(EVENT CALENDAR)



MAY 11 - 13

INTERNATIONAL AMUSEMENT, LEISURE & THEME PARK EXPO

Surry, U.K. Contact: World's Fair Ltd. TEL: 44-61-624-2687 FAX: 44-61-665-1260

MAY 12 - 14

AMUSEMENT & LEISURE SHOW

Prumyslovy Palace, Prague, Czech Republic Contact: Eurotrade Exhibitions Ltd. TEL: 44-905-613256 FAX: 44-905-724768

MAY 16 - 18

AMOA/AAMA GOVERNMENT AFFAIRS CONFERENCE

Washington Court Hotel, Capitol Hill, Washington D.C. U.S.A. Contact: AAMA/AMOA TEL: 1-703-494-2758 (AAMA) TEL: 1-312-644-6610 (AMOA)

MAY 21 - 23

THIRD WORLD PINBALL CHAMPIONSHIPS

The Grand Milwaukee Hotel, Milwaukee, U.S.A. Contact: Doug Young TEL: 1-414-263-0233 **JUNE 3 - 6**

SUMMER CES

Chicago, Illinois, U.S.A. Contact: Electronic Industries Ass'n TEL: 1-202-457-8700 FAX: 1-202-457-4901

JUNE 17-19

EXPO DIVERSIONES '93

Expo-Guadalajara Convention Center, Mexico Contact: International Ass'n of Manufacturers of Amusement Equipment for Parks and Fairs TEL: 52-36-14-30-15 FAX: 52-36-47-88-39

JULY 21-22

LATIN AMERICAN AMUSEMENT, MUSIC & GAMES EXPOSITION

Exhibimex, Mexico City, Mexico Contact: William T. Glasgow Inc TEL: 1-708-333-9292 FAX: 1-708-333-4086

JULY 22 - 24

INTERNATIONAL SOUTH AMERICAN LEISURE INDUSTRY EXHIBITION

The Mart Center Sao Paulo, Brazil Contact: World's Fair Ltd. TEL: 44-61-624-3687 FAX: 44-61-665-1260

AUGUST 26 - 28

AMUSEMENT MACHINE SHOW

Makuhari Messe, Chiba, Japan Contact: JAMMA TEL: 81-3593-2563 FAX: 81-3581-3656 **SEPTEMBER 17 - 21**

INTERNATIONAL AMUSEMENT & LEISURE SHOW

Taichung World Trade Center, Taichung, Taiwan Contact: Taiwan Slot Magazine TEL: 886-2-760-7407 FAX: 886-2-762-3873

SEPTEMBER 20 - 21

WORLD GAMING CONGRESS & EXPO. 93

Seven Penn Plaza New York, New York, U.S.A. Contact: Gaming & Wagering Business TEL: 1-212-594-4120 FAX: 1-212-714-0514

SEPTEMBER 22 - 24

AMUSEXPO

Espace Chamferret, Paris, France Contact: Groupe Sepfi-Technoexpo TEL: 33-1-474-29256 FAX: 33-1-426-61428

SEPTEMBER 28 - 30

EELEX

St. Petersburg, Central Exhibition Hall, St. Petersburg, Russia Contact: World's Fair Ltd. TEL: 44-61-624-3687 FAX: 44-61-665-1260

SEPT 29 - OCT 2

AMOA QUEENSLAND SHOW & COMVENTION

Conrad Jupiters Hotel and Casino, Gold Coast, Queensland, Australia Contact: AMOA Queensland TEL: 61-2-559-1498 FAX: 61-2-559-4542



WHO DO YOU WANT TO RUN YOUR BUSINESS

As discussed in the News section of this magazine the new Films, Videos and Publications Classification Bill will soon be passed.

It is our understanding after talking to the members of this committee that they will recommend to Parliament that a special group be set up to investigate the effects of video games and their relationship to some of the problems faced by today's youth. Even if this has not happened yet it is clear that many of the members of this committee and many of the general members of our community have a negative feeling towards our industry.

Whose Fault is This?

As an industry we can blame all sorts of people and certainly the general complaints that people bring up such as addiction theft, truancy etc are not substantiated by fact. Worse they are based on peoples real concerns about the youth of today and the circumstances they find themselves in - they are based on emotion.

We can deal with complaints based on fact by countering with "the real facts" and real reports on the issues. To deal with the concerns and perceptions we have a much tougher job as firstly some of these concerns are in fact true.

Some operators are operating pornographic games (if you want to define pornographic it is simple - you and I both know what is acceptable) and some operators are still operating some of the newer games on their most violent settings for the short term gain.

I would like to extend an invitation to these people to reconsider their actions - today is the day that this sort of action can not be tolerated because it effects all of us and not just your bottom line. If you intend to stay in this industry then it is your own future you are determining. The new legislation as it is proposed allows any member of the public to complain about a game they think is unsuitable and be warned that this provision will be used by Coin Cascade to remove these types of games.

Some operators turn a blind eye to truancy.

- Some operators do not enforce any code of conduct within their business
- Some operators operate in some appalling locations. Consider that if the location is unsuitable then everything in or out side that location is considered unsuitable. How often does the finger get pointed at our industry only because we are there.

To deal with the concerns and perceptions we must firstly get our own house in order on issues that can hurt our image.

Once this is done then the reality that we provide a simple form of wholesome, low cost family entertainment will not be tainted. Our whole industry will not be generalised to the level of our worst participant (how many businesses could survive such scrutiny). Simply put the problem is not the product but the package people find our product in. Upgrade the packaging (cabinet, site, service) and the product will not have changed but the perception will have and this is our goal.

Recommendations

Coin Cascade in conjunction with "Timeout Leisure" and Chris Blackman (Leisure & Allied Industries) spent a great deal of time considering how to approach the select committee members. The letter following was drafted and a discussion paper formulated (again based on the work of Chris Blackman) that proposes that we "regulate" ourselves.

From a practical point of view lets do this - because someone else certainly will if we do not and the timer is running.

From a moral point of view - how many of you are proud of your own industry. Those of you that are not and want to stay in this business would it not be nice to a least have people "not hate our business." If we are not proud of our industry then how do we expect strangers to be?

Discussion Paper Self-Regulation within the Coin-Operated Games Industry

Page 9: Letter to the Sub Committee "Films, Videos and Publications Classification Bill"

Page 10: Discussion Paper - Self Regulation

Page 11: Discussion Paper - Self Regulation

Page 12: Discussion Paper - Self Regulation

Page 13: Australian operators response to local concern



Are Games Producing Addicts?

A recent study undertaken by the Psychology Department of the University of Western Sydney, MacArthur NSW, in conjunction with Timezone Family Entertainment Centres, casts a new light on the behaviour and attitudes of video game players.

The report, extracts from which have been submitted to the international academic psychological publication "Journal of Gambling Studies," takes to task the findings of other reports published by a psychological researcher in the UK over the last two years.

Those reports failed to distinguish between the types of machine which are played in Australia, at Family Entertainment Centres, and the machines played in the United Kingdom which are principally gambling machines.

There are no lower age limits preventing children from playing gambling machines in the United Kingdom.

The University of Western Sydney Report says the motivational factor enticing video game players to play coin-operated games is because they are exciting, or as something to do, to compete with others. Negative factors were not the driving issue - no negative factors were mentioned as motivational forces.

It also found that game players rarely, or never participate in delinquent activities in order to support their video game playing environment.

In fact, somebody who wants to

play video games was found to be vastly more likely to borrow money than they would be to steal, or to sell goods.

In particular, the notion that players become addicted to video games was quashed. The desire to play video games does not result in "impaired choice."

When psychologists use the term "impaired choice," they mean where the consumer has no control over their behaviour - like an alcoholic who needs to have a drink.

This is the first time a clinical study has investigated the potential for addiction in video game playing in Australia, and it is terrific to see that addiction, which we all knew did not exist, was not evident.

The authorities at large seem to believe that addiction for coin-operated games is rife.

Anybody who has ever worked in the industry knows that, while people enjoy playing games, just as they might enjoy an ice cream or a candy bar, nobody ever has a problem walking away from a machine.

It's gratifying to have the clinically researched results to prove what we always knew was true.

C.M. Blackman Leisure and Allied Industries





"Ask about our Finance options"
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Dear Committee Member

The media has recently reported that you have called for "coin operated games" to be classified because of complaints from some groups; and it is understandable that you would take an interest in this issue.

However it is a situation that is likely to cause confusion unless the cause of complaints are correctly identified. It is of real concern that the media has virtually high-jacked the genuine concerns voiced by these groups, which has added to the confusion.

The groups that have expressed concern over "coin operated games" have directed that concern at those that depict excessive violence or pornography.

The type of games that are the cause for the complaint are not available through normal coin-operated distributors. This type of game makes up a very small percentage of the games actually available in the market place. (As an example our recent release "NBA Jam" (brochure enclosed) is a 100% sports basketball game.)

Classifying the "coin operated games" which are available through the official distribution channels and are set on the official settings is irrelevant to the concerns of these groups and will not stop the games about which they are concerned being disseminated unofficially.

The "Coin Amusement Industry" in NZ employs approx. 10,000 people (directly and indirectly) in small and medium sized business and in all geographical and socio-economical areas. Coin amusements are installed in street locations (eg. takeaways), airports, shopping malls, entertainment centres (attracting a wide range of family groups) and all new Hoyts and Village Multy-Plex Cinemas.

The small number of games that are the cause of complaints are a recent innovation and people within the coin-operated games industry in NZ and worldwide have been expressing concern since their introduction. Manufacturers and distributors involved with these games have been taken to task in industry publications and by operators.

Operators and distributors within the industry are as concerned as any responsible citizen about the increasing violence and depreciation of moral values in society today and are not about to contribute to this decline in social standards.

We are extremely conscious of the publics perception of our industry and for some time have been dedicated to maintaining a socially acceptable public image, through family leisure centres and high standards; supplying low cost entertainment to many who may not otherwise be able to afford the enjoyment and relaxation provided as offshoots of todays technology.

In this vane we have produced a discussion paper "Self Regulation within the Coin-Operated Games Industry" (copy enclosed) and have suggested to the industry a "Seal of Approval" system that would name and be applied only to games that complied with a well defined code of permissible content. Parents and players would be encouraged to avoid games that did not carry the seal as would distributors and operators be discouraged from handling such games.

A committee of industry association representatives, psychologists and representatives of community groups would be formed to develop a well defined code of permissible content and the "Seal of Approval" would only be provided to those games which fully comply with this code.

If the committee feels that it must pass legislation in addition to what is proposed by the industry then we believe that the bill in its present form is acceptable and would deal with the small number of games that are the cause of complaints. It is this consciousness of the necessity to supply a socially acceptable product and of business self preservation that we would commend to you as being a controlling influence.

We hope this gives you a clearer perspective of the industry and the direction that it is heading.

Yours faithfully Coin Cascade

Amusement Industry Self-Regulation-Discussion Paper

Background

There is growing concern amongst consumer lobby groups about reports of violence and pornographic content in video games.

Certain lobby groups are actively demanding the government institute censorship of video games and a video game rating or classification system.

However, it is probable that the distribution of these products and materials is already controlled under existing or proposed legislation which applies to books, magazines and other publications.

It seems wasteful to design additional systems or regulation to control the publication of offensive material which is already properly controlled.

The coin-operated games industry is deeply concerned about media reports which appear to implicate arcade games as the main offenders.

The principal - perhaps even the exclusive - source of offensive materials is not the coin-operated games industry. The real villains are unscrupulous software designers who provide pornography and violence mainly through a grey-market distribution system of personal computer floppy drives, networks and bulletin boards.

Providing "belt and braces" legislation for video games which embraces the coinoperated games industry is wasteful of scarce government resources and will not help counter a problem which does not genuinely exist within the coin-operated games sector.

What Kind of Material is Considered Offensive?

The kind of material which causes most offence falls into two categories:

1. Violence - Material which depicts graphic scenes such as decapitation, dismemberment and copious loss of blood. Some arcade games have software functions which allow a technician to configure the level of violence according to the local mores wherever the game is to be sited.

2. Pornography

<u>Sexual Nudity</u> - Gratuitous nudity, sometimes explicit sexual acts shown in graphic detail. Some games show a person (usually female) who removes an item of clothing at the end of a stage in the game to reward the player's progress. This is most prevalent among Mahjong games, and is not considered pornographic in the Asian cultures which play the game.

Most truly pornographic games are available on the "grey" market in disc format for use on personal computers, and are not available in Arcade game or home games systems formats. Thus, classification is virtually impossible as distribution is not handled through normal visible channels.

Acts Degrading Particular Groups by Race or Gender

Some games are alleged to degrade particular groups through a mixture of violence, stripping, torture and mutilation. However, these so-called games are apparently only available through unofficial "grey-market" channels and have not been seen in any arcade game formats.



fell asleep on the golfers' fairway in the middle of the Hawaii Open; how Nintendo's Howard Lincoln was once the model for a Norman Rockwell painting - he was a Boy Scout at the time); etc.

But the best of the "gossip" shades in exorably into tales of business warfare. There's a certain fascination in reading about Namco chairman Masaya Nakamura criticising Nintendo in 1989 for "monopolising the market," then suing them for same (the suit was later dropped). It's satisfying to read about MCA's Sid Sheinberg receiving a legal and financial comeuppance for his "arrogant" treatment of Nintendo. There are accounts of allegations that Nintendo is racist toward US blacks (denied strongly by the firm), and a balancing story of American racism regarding Nintendo's interest in the Seattle Mariners baseball team.

By the way, if the "Game" is "Over," who is it "over" for? Not for Nintendo, whom Sheff portrays as being the big winner of the video game wars. The game is over for Nintendo's competitors, the book seems to imply. The text is built around a thorough, very readable history of Nintendo itself. As Sheff tells it, the company's story has all the trappings of a classic Hollywood movie's three-act structure, with plenty of heroes, villains, victims, lucky bystanders, reversals, suspense, and even a happy ending.

Act one: Nintendo establishes itself as the vidgame powerhouse, demolishing all contenders in coin-op and the home markets.

Act Two: Nintendo runs into trouble: lawsuits, Congressional investigations, a slower market, a growing new competitor, the challenges of new technology, etc.

Act Three: Nintendo wins the lawsuit and the PR war, emerging with "renewed confidence" to take on the other challenges.

Here are some highlights:

- Nintendo was founded in 1889 to make and sell Japanese playing cards. By coincidence, that's the same year that some guy named Louis Glass stuck a coin mech on Edison's dictaphone and created the forerunner of the jukebox.
- In 1907, Nintendo became the first Japanese firm to make and sell Western style playing cards (the pattern was set early).
- After flirting with other industries for a while, Nintendo got serious about toys and games in the late 1960s selling novelty gadgets like "light guns." These were adapted to arcade use in concert with 16mm films of cowboy movie-type action (sound familiar?).
- In the late '70s Nintendo became the licensed Japanese manufacturer for an early Magnavox vidgame system. Nintendo teamed with Mitsubishi

to make its own first primitive video games and systems in 1977. They sold half a million units.

- By the early 1980s, Nintendo chairman Hiroshi Yamauchi was realising "the incredible potential of a computer system disguised as a toy." The successful Nintendo home system (NES) with hidden computer capabilities was later called "Yamauchi's Trojan Horse."
- What producers were to movies during Hollywood's Golden Age, Nintendo's chairman was, and is to games: a talent-loving, tyrannical, gifted businessman. Mr Yamauchi recreated Nintendo as a "talent stable" for creative video programming geniuses, something like the old Hollywood star system. Like Selznick or Mayer supervising the movie production schedule, Yamauchi personally decided which games would be released. Ironically, he never played vidgames himself. (However, Yamauchi is a skilled and dedicated player of the traditional Japanese board game called "Go") · Vidgame characters Mario and Luigi were created by a programmer named Sigeru Miyamoto, who had been an indifferent student of industrial arts in college. During his initial job interview with Nintendo, Miyamoto complained that shooting and sports games were boring. Why couldn't games be more like the great fairy tales, adventures and legends of literature? His first game was a little item called Donkey Kong. · As far back as 1988, Nintendo chairman Yamauchi envisioned a Nintendo Network which would someday be "as pervasive as the telephone - with Nintendo technology at its heart." However, David Sheff claims that Minoru Arakawa is lukewarm to this vision, which may be one reason the Nintendo Network has gotten off to a rather slow start.

We encourages tradesters to buy a copy of "Game Over" and spend several enjoyable and instructive hours boning up on your (or maybe "their") industry. The book is fun, educational, and tax-deductible. Whether you love Nintendo or hate them, reading this book is also good business strategy. As a fellow named Brutus would tell you, individual Caesars may come and go, but Caesarism is a fact of life ... so get to know your local Caesar.





Caesar of the Vidgame World

"Who is this colossus, that we all stand below him and marvel?" A new book called "Game Over" profiles video's Caesar: Nintendo - Courtesty Replay

Movies defined the G.I. generation; TV defined the Baby Boomers; and Nintendo is defining the character - indeed, the very culture - of the Baby Busters

So says David Sheff, freelance writer and author of "Game Over: How Nintendo Zapped an American Industry, Captured your Dollars, and

Enslaved Your Children." The 428 page hardback was published in May by Random House.

Despite the sensationalistic title, "Game Over" is mostly a favourable and sympathetic look at Nintendo. Sheff portrays the firm as the Caesar of the video game world: all-conquering, all-dominating, and irresistible. Priced around \$US25, "Game Over" is a fascinating talepart "insider" war stories, part personal gossip, and part story of a profound cultural revolution.

Nintendo, a cultural revolution? You bet. The author writes: "In the early 1990s, the company netted as much as all the American movie studios combined and

profited more than any of them, and more than the three television networks." Nintendo "makes more than American companies from Chrysler to IBM," he points out.

As the subtitle implies ("How Nintendo Zapped an American Industry"), Sheff doesn't shy away from detailing American jealousy of Japanese success and dominance of a gargantuan new business. Goaded by complaints from US competitors, Congress looked into anti-trust allegations against Nintendo, and one US congressman even scheduled an anti-Nintendo news conference for December 7 (not a real subtle move).

Exactly which industry did Nintendo "take over," according to Sheff? Coin machine operators would say "their" industry was the "victim." But the coin-op trade is a mere footnote in this sprawling saga. Sheff portrays Nintendo as basically dabbling in US coin-op while competing in a much larger arena - an arena that's worldwide in scope; an arena that embraces and blends the previously separate markets

of games, toys, TV, computers, and even (potentially) gambling and telecommunications.

But there's no Japan-bashing here. Nintendo is not criticised for its success or its methods. The author is also very upfront about describing how American firms (in Nolan Bushnell's words) "abandoned" the home video and computer markets

by "sloppy management" (author's words).

Business war stories abound. You'll read how Minoru Arakawa and his US Nintendo team originally named their famous video character "Mario" after a landlord who demanded payment of late rent money in their early, struggling days. Readers will learn how Nintendo fought - and soundly defeated - MCA-Universal over whether Donkey Kong infringed copyrights on "King Kong." You'll see how Nintendo tried making its own TV commercials in-house (and flopped).

You'll read how after the first home vidgame craze committed hari kari ... how Nintendo moved into the

vacuum, building "Nintendo Power" into an object of consumer frenzy through a combination of great games, innovative marketing and old fashioned legwork ... and how Nintendo "took over the toy business" (which "hated" them) in 1988.

You'll get an interesting glance at the "worldwide chip shortage" that same year. You'll read how Namco bought Atari as leverage against Nintendo. How Atari's Tengen division sued Nintendo, and lost. Sheff tells the story behind Nintendo's battle for the rights to the Russian game Tetris. The rise of Sega, and its challenge to Nintendo's home game supremacy, is deftly sketched. You'll even hear how Nintendo Ltd. in Japan allegedly had to ship an initial truckload of Super Mario World games in secret, to avoid a rumoured hijacking by the Yakuza.

Personalities and gossip? There's plenty, although none of it is terribly stunning or even terribly private. The amusing personal anecdotes are there (how Nintendo of America prexy Minoru Arakawa

TAPPED AN AMERICAN INDUSTRY, CAPTURED YOUR DOLLARS, AND ENSLAVED YOUR CHILDREN DAVID SHEFF

Amusement Industry Self-Regulation-Discussion Paper

What are the implications of Government Classification of Video Games?

The implications are:

- A delay in marketplace introduction for each new product is inevitable.
- · Costs would be associated with this service.
- Hardware systems and user support would have to be provided for examination of each and every new product type.
- Some aspects of the game may be missed by classification reviewers, depending on how the game is played at the classification session.
- A game of, say 100 megabytes of software, might take weeks to be fully reviewed.
- There is little point in classifying arcade games, when the outcry from the
 community is not generally originated from arcade games, but from illicitly (or
 surreptitiously) distributed computer disk based games formats. Some of these
 offensive products may even arrive in New Zealand through electronic bulletin
 board transmissions.

Whats the Alternative?

Industry-wide self-regulation is considered the most viable and preferable option.

The leaders in distribution of amusement products in the industry would jointly liaise with the various regional associations to form a watchdog committee.

The committee would establish a list of guidelines which might be along the lines of the attached draft Code of Practice which has been developed as a set of starting parameters from which to develop a final set of guidelines.

Any consumer complaints would be referred to the watchdog committee for evaluation. If disciplinary action was considered necessary, the matter would be handled by the committee in conjunction with the relevant associations and present or proposed legislation.

Who would be on the committee?

- Representatives from the major arcade game distributor in New Zealand, Coin Cascade Ltd.
- Representatives from the major Family Entertainment Centre operators.
- Amusement Machine Operator Associations.
- Clinical psychologists.
- Consumer lobby group representatives.
- It is hoped the Committee could be chaired by an eminent person.

Amusement Industry Self-Regulation-Discussion Paper

Draft - Industry Code of Practice

Video Games Content

This draft code of practice sets out the guidelines for the Amusement industry in NZ to assure the NZ public that widely accepted community values will be observed in places of public entertainment where amusement machines are available to the general population.

- 1. Video games which depict explicit gratuitous nudity, sexual or erotic images will not be made available in places of public entertainment.
- Video games which reward the player's progress through the game by the display
 of visual images depicting stripping of a human figure will not be available in
 places of public entertainment.
- Video games which display visual images which degrade or vilify either gender will not be available in places of public entertainment.
- 4. Video games which display visual images of excessive and serious violence (such as dismemberment accompanied by loss of blood) will not be available in places of public entertainment.
- Video games which display visual images which are likely to condone, endorse
 or promote ethnic, racial or religious hatred will not be available in places of
 public entertainment.

Discussion Paper Ends





major coin op shows including the ATEI, IMA and FER shows. W Industries has been on the move in the arcade sector as well, with Virtuality pieces set up at specialised arcades in London and, just recently, at an Osaka location called Navel. In Japan, the Osakabased corporation Empire is currently serving as the official distributor for Virtuality. "At this point we're just getting started," said an Empire representative. "It will take some time before people realise what Virtuality is." What kind of customers are visiting Navel and trying out Virtuality? "We actually get a lot of salarymen who are playing the machine," said Mr Takuya Doi, an employee of Navel. "In the early evening hours, right after work, people like to stop by on their way home. As many Japanese people are nervous about trying something new and are not sure how to play the game at first, we have attendants standing by to give them an explanation." Although Virtuality has only recently come to Japan, it has generated a great deal of interest, not only from the general public, but also from the major manufacturers. "We've had representatives from a number of major Japanese companies stop by," said Mr Doi. "Sega in particular seems to be very interested in the response the machine is generating."

When asked what he thinks about the future of Virtuality and VR, Dr Waldern responds, "Our ultimate goal is to replace the cinema. I think that this may be possible in another 10 years. Our basic corporate philosophy is to create machines that will entertain people. That's all we do. We are a very focused company, and devote all of our resources to the research, development and sales of VR equipment for the commercial market. This is in contrast to a company such as Sega which devotes 80% of their resources to the home market and 20% to the coin op

industry. As a result, W Industries is never "behind technology". As to questions of industry standardisation, and concerns that the present hardware technology may soon be outdated, Dr Waldern emphasized that Virtuality can be upgraded as new advancements occur. He agreed with other researchers in the field, such as Mr Douglas Dow of Matsushita Electronic Ltd's Central Research Lab, that a major industry-wide concern is the fact that image tracking is still not up to real time. Depending on whose research you read, the human eye identifies images moving at 20 to 30 frames per second as real time. Although there are a number of VR units developed by companies such as Evans & Sutherland that do offer real time graphics, the cost of such technology cannot be considered economically feasible for the coin op industry at this point. Nevertheless, each year, ever faster software programs are being released. "Currently, W Industries does not release any software that moves at less than 12 frames per second, and I expect that the minimum acceptable tracking speed will continue to increase with each passing month,"

In the field of fully immersive virtual reality then, W Industries looks to be both the pioneer and the current market leader. Other companies are said to be pursuing commercial applicable, fully immersive VR systems, but, other than W Industries, none has yet focused specifically the amusement industry. In the other two categories of VR formats offered by Mr Mike Bevan of VR News in last month's issue, things become more complex. Semi-immersive virtual reality machines include items such as the Taito D3BOS and the Sega R360. Both machines have been around in Japan for quite some time, and are now available in overseas markets as well. The D3BOS is

essentially an action-adventure simulation that uses real video footage for most of its software packages. Players step inside a small, spaceship-like pod and the fun begins. The D3BOS spins, turns, and twists in tandem to a roller coaster ride, a dune buggy race or a downhill ski run, among other adventures. At the recent AOU show, the newest software package, Sky Fighters, which, like Flying Aces, is also a World War I era dog-fight simulation, was premiered. In this game however, the players have no control over the action on the screen.





VIRTUAL REALITY: Pt II

-Last month we looked at the research efforts of major corporations.

- This month and for August and September Issues we continue the story. Courtesy JAM

Exactly when those engaged in VR research and development realised that the amusement industry offered broad commercial applications is still a major topic of discussion among those now pursuing VR developments for commercial use. Not a few of these people claim to be the first to have recognised the potential of this industry. There are also those who claim that researchers long ago could visualise VR technology applications in the amusement industry, but were unable to conceive of how it could be made cost efficient. In the UK not a few people would argue that it was Dr Jonathon Waldern and his attempt to

produce VR equipment for commercial entertainment. Whatever the origins of the debate, this company is now indeed considered to be one of the leaders in the field of VR amusements by both academic researchers such as Dr Randy Pausch of the University of Virginia, as well as those amusement operators who have purchased their systems.

W Industries, as noted last month, is responsible for bringing to the amusement market the world's first fully

immersive VR system. Called Virtuality, there are two basic models, or pods, that are currently available. The Model 1000SD is a sit down unit, with a variety of mounted controls including a joystick, foot pedals and a steering wheel. One of the software packages currently available is Flying Aces, a World War I biplane simulation-type adventure. Players are either members of the Allied Forces who engage in dog fights against other players (up to four pods can be connected at one time), or a flying ace doing battle against Baron Manfred von Richtofen. This game comes with a copilot who lets you know in which direction the enemy fighters are coming from. Another package is called BattleSphere, and the action takes place in a spacecraft built for two. One player is the pilot while the other is the gunner. The object of the game is to protect your home base by destroying your enemies and then mounting a counterattack. It is

especially important that the two players co-ordinate strategy.

The other pod is known as the 1000CS. There are currently three software packages available for this game, with several more due to come out later this year. This module, like the 1000SD, utilises a headset, but the player stands up and can physically move around. Software available includes Dactyl Nightmare, Capture the Flag, and LegendQuest. In Dactyl Nightmare, for example, the player carries a grenade-launching pistol, and chases opponents around a multi-platform playing field. Simulation

experiences include climbing stairs, peeking around pillars and dodging grenades lobbed at you. And the pterodactyls? They are flying high above waiting to swoop down and carry you away. The cost of operating the machine is around \$1.00 per minute, according to Mr Andy Haliday of Horizon Entertainment, the official distributor of all W Industries' products in North America. Horizon Entertainment, which is actually part of Edison Brothers Stores, Inc., sells

Virtuality units from their St Louis-based headquarters.

How much do these systems cost? Two basic 1000CS units cost around \$US110,000 while two units of the 1000SD units are around \$US90,000. This price also includes one software unit, and additional software programs range in price from \$US1600 to \$US3200. New software units recently announced include ExoRex II, which will allow interactive play between the 1000CS and the 1000SD units. For example, if you are in a 1000CS pod, you will be able to run around and below players in the 100SD pod, which will be represented in the virtual reality world as a giant two-legged assault vehicle (something in the manner of the Imperial Walkers in the movie "The Empire Strikes Back" perhaps?).

Both hardware units and several of the software packages have already been displayed at

AUSTRALIAN RESPONSE

17 June 1993

There has been much media coverage on the subject of video games.

The coverage was prompted by community concerns about the pornographic, racist and violent content of some computer games.

Whilst such games are not available in coin-operated format, most of the allegedly offensive games are distributed through "grey" market channels and computer bulletin boards.

When the media debate suggested government intervention, censorship and classification of video games, Leisure and Allied Industries was extremely concerned about the practical impossibilities of implementing such controls, and formulated a Discussion document which was circulated to State and national industry bodies, the Ministers Responsible for Censorship and to other interested parties in the community.

The discussion document proposed a set of draft guidelines for video games content.

These guidelines were quickly adopted by the National Amusement Machine
Operators Association (NAMOA) and are now known as The Industry Code of Practice Video Games Content.

At the Confederation of Accredited Amusement Operators 1993 Convention and Trade Expo in Melbourne yesterday, the NAMOA held an Extraordinary General Meeting to review industry progress on self-regulation with regard to video games content. The meeting resolved to adopt the Industry Code of Practice with immediate effect.

Games which comply with the Industry Code of Practice will be labelled with a special "Seal of Approval", currently in production. Each seal will show the name of the game for which it is valid.

The system doesn't just stop at the Seal of Approval. That's just the start. To get a Seal of Approval on a coin-operated video game, first the operator must apply to the State or National Association. A Licence Agreement must be signed, and this Agreement details the penalties which would be imposed if an operator places a seal onto a game which is not approved.

These penalties include: Revocation of the Licence Agreement, all Seals to be returned to the Association, and legal proceedings for substantial damages in respect of the breach of the Licence Agreement. This gives the self-regulatory system real teeth.

Leisure and Allied Industries, NAMOA, and the Australian amusement industry in general, believes the speed of our response to community concerns, and the decisive way we have acted, indicated just how serious we are about keeping material which is unacceptable to the general community out of coin-operated video games, especially when those games are located in places accessible to the whole population, including children and teenagers.

We hope that our industry unanimity and determination on this issue will be a decisive factor when the Ministers Responsible for Censorship meet to discuss this and other matters on 24 June.

We have written to ask Ministers Responsible for Censorship to consider the thought, effort and expense which has already been incurred in formulating this self-regulatory system for coin-operated games, and hope they will allow our system some time to prove it can work before considering any additional Government regulation on our industry.

 $For further \, details \, contact \, Christopher \, Blackman, \, Marketing \, Director \, of \, Leisure \, and \, Allied \, Industries.$



International News Update

Courtesy Euroslot

Japan

Konami plans to expand in the worldwide coin-op market and has just announced new offices will be opening in Kanagawa, Japan and Chicago.

Italy

Archemide has launched a new range of billiard cues. Players can adjust the weight of the cue with the balancing mechanism in the handle.

Italian trade association, SAPAR celebrated it's 25th anniversary recently with a party in Rome. Local teenagers received grants as part of the ceremonies.

Germany

The German Billiard Union championships were held in Essen recently. Ralf Mund, a former champion, played an exhibition match during the event which also featured a special competition for handicapped players.

Hamburg based company Tuning Electronic has taken on the Gottlieb distributorship for Germany, Austria and Switzerland. Pinball has now become an important part of the company's trade, behind the main market of video.

UK

Stuart Barr has joined the sales team of Volmer UK to promote nine and tenpin bowling equipment. He has already been travelling in Germany, the

home of the parent company, and Holland to research the market.

Chrysalis, the music and media group, has trading difficulties in its amusement

machines and jukebox division. Losses were highlighted when the company announced its unaudited results for the six months to February 1993. The company still achieved pre-tax profits in the rest of the group and will be dealing with the problem areas.

Prepayment smart cards have been declared a success at a new family entertainment centre in Leeds. Funtazia issued 2,500 in the first three days of opening.

Two major brewers will also be testing the system. Allied Lyons and Scottish and Newcastle are putting the cards out on trial at selected sites across the country.

Mireira Juanals has been appointed sales manager for the Taito (Europe) Corporation. Based in London, she will be involved in the campaign to increase the company's market share.

Holland

Two Virtual Reality machines will open shortly at the Hommerson amusement centre on Schevenighse Pier. The new technology was launched in Holland at the VAN-EXPO earlier this year and more units are now expected to go out on site across the country.

Sittard will be the site for a new arcade to be opened by Veltmeijer's Meetpoint division.

The launch is part of the company's refurbishment programme.

VAN, the Dutch trade association has awarded Play



WHATS NEW?

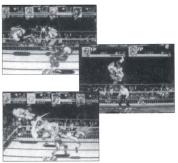
SLAM MASTERS

Some people have the ridiculous notion that music is the international language. The thinking that every culture produces music, albeit of different genres, and can appreciate at least the technical perfection of the performance of instruments made out of various materials.

We now know that rather than music, the international language is one that is composed of grunts and growls. One that can only be heard in pro wrestling rings. Capcom knows this secret very well, and that's why they bring to you Slam Masters. Saturday Night Slam Masters, to be precise. The game gives you an international cast of characters: Alexander ("the Grater," from the USA), Gunloc (USA), Biff Slamkovich ("Kiev, Russia" - no wonder he's angry), Titanic Tim (England), Mike Haggar (USA), The Great Oni (Japan), El Stingray (Mexico), and King Rasta (California). Plus, there's Jumbo Jack (Canada) and The Scorpion (unknown!) for the Battle Royale mode.

Matches last for three minutes, and can be won with a pin, one wrestler surrendering, or somebody getting heaved out of the ring. If the match ends before any of these things happen, the winner is the one with the most energy left. There are two game modes, either the one on one match, or the Team Battle Royale. For the one on one, you can play either the computer or a friend. If a third player joins in, the scenario switches to the Battle Royale. Up to four may play in this mode, with the computer filling out any openings. Oh yeah, the controls are a joystick and two buttons, which can be combined for various special attacks.

For more information contact your local agent.



AIR COMBAT

Well, the "Top Gun" craze is over thankfully. No more Tom Cruise jumping up and down waiting to take to the skies. But there's one thing that is still around. It was there before the movie, and it's still hanging around after the movie. And that is the urge to fly, even if it's only simulated flight.

Fortunately for people with this urge, there is an answer that doesn't take thousands of hours of flight training. Just be op on down to your local game centre and hop on board one of the flight-based games they've got hanging around there. They get just a little more realistic with each outing, and you can even shoot things, too. Like, for example, the newest machine from Namco, Air Combat. This unit sticks a projection monitor in front of a simulated jet fighter cockpit. The controls are as basic as you can get with these things: a joystick with buttons for guided missiles and a Vulcan cannon, and a throttle. The real draw for this particular outing, however, is the graphics. Namco used their polygonized display for Air Combat, so everything moves very smoothly and rapidly across the screen. The resulting effect is reminiscent of a real flight simulator.

Game play is straightforward. In a set amount of time, shoot down as many enemy fighters as you can. With every fighter you get, your playing time is extended a little bit. As a consolation for time running out, however, the game will give you one of fifteen ranks based on the number of kills you got, ranging from trainee to commander-in-chief. It also takes into account your mode of attack, giving a higher score for planes downed by cannon rather than missile. There are three courses to choose from, and the machine

offers helpful advice during the cadet (beginners) course when the "pilot" makes a mistake.





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International News Update Cont.....

World in Almere a quality certificate for its premises and standards. It is the first amusement centre to have won official approval.

Dutch company Jac Van Ham has announced that the Czech Republic has become its top export market. This boom comes after the launch of its Phoenix AWP in Prague. Germany is the second biggest market where token games are now popular.

Argentina

Arcades in Buenos Aires are now generally using a standard US50c play. Competition is keen among the many centres opening up but the price of play seems to be firm. There is also an increase in bingo halls throughout the country.

Bolivia

More than 600 payout machines are estimated to be out on site in Bolivia. The country now has 22 arcades and three casinos.

Paraguay

Playing slot machines in Paraguay is restricted to the country's four casinos and five bingo halls. More than 700 players may take part in one game and prices range between US50c and US\$7.

Switzerland

Zurich still has payout machines on site despite a referendum two years ago which effectively banned them. Casinos received a positive vote this year and it is now thought that the coin-op industry has a future in Switzerland. It is now hoped that 20 state owned casinos will open in 1996.

South Korea

The South Korean government plans to close slot machine arcades

because of alleged corruption among the owners it was reported on state radio.

Norway

Legal confusion led to lotto games being taken off site in Norway, but they have now been effectively reinstated and are back on top. They are operated for the benefit of charities where each organisation has a 60 day licence to operate the machines before the beneficiary must change.

Mexico

A campaign to ban copyboard games has been launched in Mexico by American trade association, AAMA. Police agents and experts were sent out to some of the major companies where copies were found and confiscated. Legal action may now follow.

Cyprus

Installation of the Bowleasy tenpin bowling game at the II Caretto resort in Apia Napa has now been completed. UK based Deith Leisure won the contract with advanced electronics and simple mechanical design.

Hong Kong

A new bill to keep violent video games away from young players is being discussed by politicians and arcade owners. Democrats are anxious to enforce prohibition and current proposals are for a team of officers to police the regulations by visiting amusements centres. Illegal operators would face a \$100,000 penalty.

Brazil

New legislation which would allow combined arcades and casinos in Brazil is ready for approval and is expected to be passed this year. Permits will be restricted to tourist resort destinations.

